BPEN81MA WORKPLAN PROMOTION WORKSHEET PAGE: 3
DATE: 98-02-23
TIME: 09:59 AM

PROMOTION : 800101 CAMEL MAY '98 B2GF T-SHIRT
DRIVE PERIOD: 80500
SALES LEVEL : 2944XX
SELECTION : SPECIFIC CHAIN ID(S)

TERR	ACCOUNT	NAME	CITY	ST	CHAIN-ID	REVISED PLAN SKUS	PLAN ADJ SKUS	PLAN SUG SKUS	PLAN SUG DN SKUS	PLAN FINAL SKUS	TMP SKUS	PLACED SKUS	WKLY CTN VOL	VAP SEG
112206	204878	MOBIL OIL #01	EXETER	NH	0975-0101	2	1.67	4	1			168	CN	
112206	304550	MOBIL OIL #01	SPRING	NH	0975-0101	1	1.00	1	1			115	CN	
112208	378283	MOBIL OIL #01	SOMERSWORTH	NH	0975-0101	1	1.00	2	1			78	CN	
112606	361763	MOBIL OIL #01	SWAMPSCOTT	MA	0975-0101	1	1.00	1	1			69	Y CN	
112608	545416	MOBIL OIL #01	BILLERICA	MA	0975-0101	1	1.00	1	1			116	Y CN	
112608	756243	MOBIL OIL #01	CONCORD	MA	0975-0101	1	1.28	1	1			132	Y CN	
112609	756264	MOBIL OIL #01	FRAMINGHAM	MA	0975-0101	1	1.37	1	1			210	Y CN	
112609	807498	MOBIL OIL #01	WELLESLEY	MA	0975-0101	3	3.23	2	2			213	Y CN	
112610	573433	MOBIL OIL #01	ASHLAND	MA	0975-0101	1	1.00	1	1			174	Y CN	
112801	112836	MOBIL OIL #01	SOUTH KINGS	RI	0975-0101	1	1.49	2	1			163	Y CN	
112801	758696	MOBIL OIL #01	NARRAGANSET	RI	0975-0101	2	2.07	2	2			277	Y CN	
112803	112657	MOBIL OIL #01	WEST WARWIC	RI	0975-0101	1	1.00	1	1			179	Y CN	
112804	229367	MOBIL OIL #01	MONTVILLE	CT	0975-0101	1	1.00	1	1			88	Y CN	
112810	177770	MOBIL OIL #01	STURBRIDGE	MA	0975-0101	1	1.00	1	1			92	Y CN	
112810	749971	MOBIL KIOSK 0	CHARLTON	MA	0975-0101	1	1.00	0	1			26	GK	
113007	442502	MOBIL OIL #01	RAYNHAM	MA	0975-0101	1	1.00	1	1			132	Y CN	
113007	742522	MOBIL OIL #01	BRIDGEWATER	MA	0975-0101	1	1.00	0	1			101	GS	
113007	742523	MOBIL OIL #01	BRIDGEWATER	MA	0975-0101	1	1.00	0	1			120	GS	
113007	928601	MOBIL OIL #01	EASTON	MA	0975-0101	1	1.00	1	1			259	Y CN	
113008	530298	MOBIL OIL #01	BRAINTREE	MA	0975-0101	1	1.17	1	1			180	Y CN	
163804	505487	MOBIL OIL #01	HUDSON	NH	0975-0101	1	1.28	0	1			311	CN	
163805	342220	MOBIL OIL #01	DERRY	NH	0975-0101	1	1.00	0	1			216	CN	
163806	204916	MOBIL OIL #01	CONCORD	NH	0975-0101	1	1.18	1	1			197	Y CN	

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Entered 3/11/98

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RPEN81MA WORKPLAN PROMOTION WORKSHEET PAGE: 13
DATE: 98-02-23
TIME: 09:59 AM

PROMOTION : 800101 CAMEL MAY '98 B2GF T-SHIRT
DRIVE PERIOD: 80500
SALES LEVEL : 2944XX
SELECTION : SPECIFIC CHAIN ID(S)

TERR	ACCOUNT	NAME	CITY	ST	CHAIN-ID	REVISED PLAN SKUS	PLAN ADJ SKUS	PLAN SUG SKUS	PLAN SUG DN SKUS	PLAN FINAL SKUS	TMP SKUS	PLACED SKUS		WKLY CTN VOL	VAP	SEG
122110	797935	MOBIL OIL #17	NYACK	NY	0975-0117	1	1.00	1	1			150		CN		
122201	351203	MOBIL OIL #17	YONKERS	NY	0975-0117	1	1.00	1	1			215	Y	GS		
122204	504184	MOBIL OIL #17	TARRYTOWN	NY	0975-0117	1	1.00	1	1			181	Y	CN		
122206	550578	MOBIL OIL #17	WHITE PLAIN	NY	0975-0117	1	1.00	1	1			286	Y	CN		
122206	626390	MOBIL OIL #17	WHITE PLAIN	NY	0975-0117	1	1.00	1	1			287	Y	CN		
122303	030370	MOBIL OIL #17	SOUTHAMPTON	NY	0975-0117	5	5.00	5	5			138	Y	CN		
122303	909403	MOBIL OIL #17	MANORVILLE	NY	0975-0117	1	1.00	1	1			137	Y	CN		
122308	481050	MOBIL OIL #17	SYOSSET	NY	0975-0117	1	1.00	1	1			258	Y	CN		
122308	508174	MOBIL OIL #17	PLAINVIEW	NY	0975-0117	1	1.00	1	1			252	Y	CN		
122906	685219	MOBIL OIL #17	INWOOD	NY	0975-0117	1	1.00	1	1			85		CN		
162308	527098	MOBIL OIL #17	PISMKILL	NY	0975-0117	2	1.55	2 3	1			275	Y	CN		

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SPENSIMA

WORKPLAN PROMOTION WORKSHEET

PAGE: 32
DATE: 98-02-23
TIME: 09:59 AM

PROMOTION : 800101 CAMEL MAY '98 B2GF T-SHIRT
DRIVE PERIOD: 80500
SALES LEVEL : 2944XX
SELECTION : SPECIFIC CHAIN ID(S)

TERR	ACCOUNT	NAME	CITY	ST	CHAIN-ID	REVISED PLAN SKUS	PLAN ADJ SKUS	PLAN SUG SKUS	PLAN SUG DN SKUS	PLAN FINAL SKUS	TMP SKUS	PLACED SKUS		WKLY CTN VOL	VAP SEG
112206	575888	SEACOAST MOBI	NEWBURYPORT	MA	1449-0000	1	1.26	2	1			126		GS	
112602	206524	FERNCROFT MOB	DANVERS	MA	1449-0000	1	1.11	1	1			196	Y	GS	
112603	755931	HOLDEN MOBIL	HOLDEN	MA	1449-0000	2	1.54	1	1			182	Y	CN	
112604	330725	RON'S MOBIL	BURLINGTON	MA	1449-0000	1	1.00	1	1			200	Y	GS	
112604	779553	MONTVALE MOBI	STONEHAM	MA	1449-0000	1	1.00	1	1			230	Y	GS	
112610	078845	LOWES SERVICE	NORTHBOROUG	MA	1449-0000	5	5.00	1	5			107	Y	CN	
112610	600106	MAIN ST. MOBI	HOPKINTON	MA	1449-0000	1	1.00	1	1			194	Y	CN	
112801	657862	RICHMOND MOBI	WYOMING	RI	1449-0000	1	1.27	1	1			225	Y	CN	
112804	618637	LORI'S MOBIL	COLCHESTER	CT	1449-0000	1	1.02	1	1			180	Y	CN	
112808	665754	MCCABES MOBIL	RIVERSIDE	RI	1449-0000	1	1.11	1	1			196	Y	CN	
113008	422493	VERC MOBIL ON	COHASSET	MA	1449-0000	1	1.00	1	1			127	Y	CN	
113104	704850	BROAD ST MOBI	MANCHESTER	CT	1449-0000	1	1.46	1	1			207	Y	CN	
113104	705070	BUDLOW'S MOBI	WINDSOR	CT	1449-0000	4	4.46	4	4			185	Y	CN	
113104	760404	ON THE RUN #0	WINDSOR	CT	1449-0000	1	1.00	1	1			175	Y	CN	
113109	594616	BOB'S KING ST	NORTHAMPTON	MA	1449-0000	2	1.54	1	1			109		CN	
122205	760415	ON THE RUN #0	OLD GREENWI	CT	1449-0000	1	1.00	1	1			200		CN	
122208	734025	MILFORD MOBIL	MILFORD	CT	1449-0000	1	1.00	1	1			235	Y	CN	
132201	776469	ON THE RUN #1	OWINGS MILL	MD	1449-0000	1	1.00	2	1			185	Y	CN	
162205	763105	ON THE RUN	SYRACUSE	NY	1449-0000	1	1.00	2	1			154	Y	CN	
162303	790290	ON THE RUN #0	SCOTIA	NY	1449-0000	2	2.29	2	2			400	Y	CN	
162304	314502	KOPYC ENTERPR	ALBANY	NY	1449-0000	1	1.00	1	1			224	Y	CN	
162308	742007	PETE'S RED OA	POUGHKEEPSI	NY	1449-0000	1	1.00	3	1			201	Y	CN	
162308	766944	BUDDY'S SERVI	POUGHKEEPSI	NY	1449-0000	2	1.61	3	1			203	Y	CN	
162309	675694	MO'S MOBIL 17	GARNERVILLE	NY	1449-0000	1	1.00	1	1			144	Y	CN	
162602	546926	MOBIL #610593	BUFFALO	NY	1449-0000	2	3.33	0	2			164		GS	
162602	578827	ELMWOOD MOBIL	BUFFALO	NY	1449-0000	5	4.58	5	4			292	Y	CN	
162602	961657	FRANKS MOBIL	BUFFALO	NY	1449-0000	5	5.00	5	5			271	Y	GS	
162603	744077	MOBIL ON THE	NORTH BOSTO	NY	1449-0000	1	1.00	1	1			160	Y	GS	
162603	745889	REECE MOBIL O	CHEEKTOWAGA	NY	1449-0000	1	1.00	1	1			238	Y	GS	
162604	756564	ON THE RUN #0	ROCHESTER	NY	1449-0000	1	1.00	0	1			120		CN	
163804	670297	A&E MOBIL	FITCHBURG	MA	1449-0000	1	1.16	1	1			201	Y	CN	
163806	633091	QUEEN CITY MO	MANCHESTER	NH	1449-0000	1	1.08	1	1			127	Y	GS	
163806	755993	QUEEN CITY MO	MANCHESTER	NH	1449-0000	1	1.08	3	1			190	Y	CN	
232808	697806	FLAMINGO GAS	FORT LAUDER	FL	1449-0000	1	1.00	1	1			240	Y	CN	
233003	749300	CORAL WAY MOB	MIAMI	FL	1449-0000	1	1.00	1	1			223	Y	GS	
292601	790982	MOBIL ASPEN H	ROCKVILLE	MD	1449-0000	1	1.14	1	1			220	Y	CN	
292603	749785	MILESTONE MOB	GERMANTOWN	MD	1449-0000	1	1.00	1	1			157	Y	GS	
292604	761043	MINNIEVILLE M	WOODBRIDGE	VA	1449-0000	1	1.00	1	1			89		CN	
292604	761055	PARKWAY MOBIL	WOODBRIDGE	VA	1449-0000	1	1.00	1	1			157		GS	
292606	744236	GATEWSE PLAZA	FALLS CHURC	VA	1449-0000	1	1.00	2	1			123	Y	CN	
292606	749724	ON THE RUN #1	ALEXANDRIA	VA	1449-0000	1	1.17	1	1			150	Y	CN	
292606	793186	EDSALL ROAD M	ALEXANDRIA	VA	1449-0000	1	1.00	2	1			264	Y	CN	
582902	500724	ON THE RUN 13	TEMPE	AZ	1449-0000	1	1.45	2	1			130	Y	GS	
582902	750840	ON THE RUN #1	PHOENIX	AZ	1449-0000	1	1.36	2	1			140	Y	GS	
582907	733475	ON THE RUN #1	PEORIA	AZ	1449-0000	1	1.17	1	1			210	Y	GS	
622405	864929	HARLEM FOSTER	HARWOOD HEI	IL	1449-0000	1	1.36	1	1			631	Y	CN	
672802	576891	MOBIL ON THE	ROSEVILLE	MI	1449-0000	1	1.08	1	1			423	Y	CN	
672804	704586	LAKESIDE MOBI	MACOMB	MI	1449-0000	1	1.00	1	1			327	Y	CN	
673006	654156	MOBIL #05GYM	DEARBORN	MI	1449-0000	1	1.00	1	1			142		GS	

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